



SPECTRUM CONSTRUCTORS, INC.

July 18, 1995

Mr. Steve Sky
K. Hovnanian Companies of NJ, Inc.
65 Jackson Drive
Cranford, NJ 07016-1191

Re: Society Hill @ University Heights

Dear Steve;

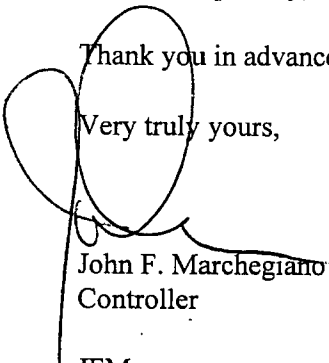
I just realized that it has been over three weeks since I forwarded you the schedule detailing the balance due us on the above captioned project. If you will recall, when we began discussing the assignment of the remaining work on the project to Contour, we both agreed that it should not be a long, protracted process.

As you are aware, we have substantial funds tied up, the release of which is contingent upon reconciling our accounts, and consummating the assignment. As you can understand, when the volume of work diminishes, and current billings decline, collection of prior receivables is imperative in order to satisfy financial obligations.

I know you must be busy, and that Bob Sierbinski was away for ten days, however, we cannot afford to let this matter drag out another month. We request that you establish this matter as a priority, and assist us in closing out our contract.

Thank you in advance for your prompt attention and cooperation.

Very truly yours,



John F. Marchegiano
Controller

JFM:me

cc:RVG
R. Sierbinski

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